

*DRAFT MINUTES: Subject to change prior to approval by Authority or Committee at its next regular meeting*

## **MINUTES OF THE 128<sup>th</sup> MEETING OF THE CONVENTION CENTER AUTHORITY OF THE METROPOLITAN GOVERNMENT OF NASHVILLE DAVIDSON COUNTY**

The 128<sup>th</sup> meeting of the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County (CCA) was held on May 2, 2024, at 9:00 a.m. in the Administrative Conference Room of the Administrative Offices at Music City Center, Nashville, Tennessee.

**AUTHORITY MEMBERS PRESENT:** Norah Buikstra, Robert Davidson, Alfred Degrafinreid II, Tracy Hardin, Tre Hargett, Barrett Hobbs, David Lillard, Vonda McDaniel, Rachel Buckley (Designee for Jason Mumpower), Dee Patel, Seema Prasad, and Betsy Wills

**AUTHORITY MEMBERS NOT PRESENT:**

**OTHERS PRESENT:** Charles Starks, Charles Robert Bone, Heidi Runion, Jasmine Quattlebaum, Kelli Donahoe, Donna Gray, Heather Jensen, Mayor Freddie O'Connell, Chris Mustain, Rachel Offutt, Rickey Bearden (MNPD), Preston A. Brandimore (MNPD), Samir Mehic (MNPD), Tom Turner (Nashville Downtown Partnership), and Kristin Wilson (Mayor's Office)

Chair Buikstra opened the meeting for business at 9:03 a.m.

**ACTION:** Appeal of Decisions from the Convention Center Authority of the Metropolitan Government of Nashville and Davidson County – Pursuant to the provisions of § 2.68.030 of the Metropolitan Code of Laws, please take notice that decisions of the Convention Center Authority may be appealed if and to the extent applicable to the Chancery Court of Davidson County for review under a common law writ of certiorari. These appeals must be filed within sixty days after entry of a final decision by the Authority. Any person or other entity considering an appeal should consult with private legal counsel to ensure that any such appeals are timely and that all procedural requirements are met.

Chair Buikstra read the Music City Center Mission Statement.

There were no public comment requests received for this meeting (Attachment #1).

**ACTION:** Seema Prasad made a motion to approve the 127<sup>th</sup> Meeting Minutes of March 7, 2024. The motion was seconded by Alfred Degrafinreid II and approved unanimously by the Authority.

Chair Buikstra stated the next regularly scheduled meeting is scheduled for Thursday, June 13, 2024, at 9:00 a.m.

Chair Buikstra stated the CCA Meeting regularly scheduled for July 4<sup>th</sup> has been rescheduled to July 11<sup>th</sup> due to the holiday.

Finance & Audit Committee Chair Robert Davidson, Charles Starks, and Heidi Runion provided information on the committee meeting held April 25, 2024. The Committee recommended the proposed Music City Center Fiscal Year 2025 Operating & Capital Budget and the proposed Memorandums of Understanding with Metropolitan Government for Public Safety Services and Nashville Downtown Partnership (Attachment #1).

\*Denotes the arrival of Vonda McDaniel @ 9:13 am.

Metro Nashville Police Department Central Precinct Commander Rickey Bearden was recognized to speak about the use of previous and newly requested funds. Commander Bearden noted the establishment of the MNPD Entertainment District Unit, reduction of crime, benefits of the increased police presence, new vending legislation, opening of a new police substation on Broadway, use of the Sheriff's Office Mobile Booking Unit, recruitment efforts, and collaboration with other municipalities and law enforcement agencies outside of Tennessee.

\*Denotes the arrival of Mayor Freddie O'Connell @ 9:18 am.

The Board expressed the need for more Stakeholders to contribute to public safety funding for the Entertainment District.

Mayor Freddie O'Connell was recognized to speak about the city's efforts related to the Entertainment District and public safety funding. Mayor O'Connell stated the current funding request is strictly for safety and mitigating safety risks created by growth. He committed to engaging other stakeholders to share the obligation to keep downtown safe. He thanked the Board for their consideration of public safety funding.

Committee Chair Davidson noted anticipated future obligations for Music City Center including routine maintenance and possible expansion, which could reduce the availability of funds.

**ACTION:** Robert Davidson made a motion approving the Memorandum of Understanding with the Metropolitan Government of Nashville and Davison County providing funding of \$16,972,300 in two equal installments, one on or before August 15, 2024, and one on or before December 31, 2024, for the public safety of the Music City Center and qualified associated development for personnel costs, supplies, and equipment incurred by the Metropolitan Government's Departments of Police, Fire, Transportation, Emergency Communications, Beer Board, and Sheriff's Office in the tourism development zone, and as set forth in the 2025 Fiscal Year Operating Budget, and authorizing Norah Buikstra to

execute such Memorandum of Understanding on the same terms as considered this day. The motion was seconded by Betsy Wills and approved unanimously by the Authority.

Mayor O'Connell acknowledged the importance and need to recalibrate state/local relationship considering the impact of the downtown economy on state revenues.

\*Denotes the departure of Mayor Freddie O'Connell and the Board for a group photo @ 9:52 am.

\*Denotes the return of the Board @ 9:57 am.

Nashville Downtown Partnership President & CEO Tom Turner was recognized to speak about the use of previous and newly requested funds. Turner provided information on growth, staffing levels, cleaning operations, safety operations, and the most frequented areas around MCC.

Charles Starks provided a breakdown of the Clean & Safe Program for 2025 Fiscal Year in the amount of \$2.1 million to be spent as follows: \$409,000 for expanding the cleaning area footprint, \$422,000 for additional focused safety services, \$105,000 for targeted guest hospitality, \$183,000 for outreach and housing, \$412,000 to be directed as needed in consultation with Barrett Hobbs and Charles Starks, and \$569,000 for Music City Center to be included in the Central Business Improvement District.

\*Denotes Board Attorney Charles Robert Bone departure @ 10:09 am.

**ACTION: ACTION:** Dee Patel made a motion approving the Memorandum of Understanding with the Nashville Downtown Partnership to provide funding of \$2,100,000 on or before August 31, 2024 to support the Downtown Partnership's Clean & Safe Program, and as set forth in the 2025 Fiscal Year Operating Budget, requiring quarterly reporting of the expenditure of such funds, and authorizing Charles Starks to execute such Memorandum of Understanding on the same terms as considered this day. The motion was seconded by Robert Davidson and approved unanimously by the Authority.

\*Denotes the departure of Tom Turner @ 10:20 am.

Committee Chair Robert Davidson, Charles Starks, and Heidi Runion reviewed the Music City Center Fiscal Year 2025 Operating & Capital Budget which was approved by the Finance & Audit Committee on April 25, 2024 (Attachment #1). There was discussion on hotels, MOU (Metro and NDP), total operational surplus/deficit, revenue, tourism taxes, personnel expense, and capital. Future capital investments were discussed

**ACTION:** Robert Davidson made a motion accepting the recommendation of the Finance & Audit Committee and approving the 2025 Fiscal Year Operating & Capital Budget to fund the activities, operations, and capital needs of the Music City Center. The motion was seconded by Tracy Hardin and approved unanimously by the Authority.

\*Denotes the departure of Alfred Degrafinreid II @ 10:33 am.

Charles Starks and Jasmine Quattlebaum provided information on the Contract Renewal Event Security (Attachments #1 and #2), and there was discussion.

**ACTION:** Betsy Wills made a motion authorizing Charles Starks to negotiate and execute an amendment to the event security services agreement with Elite Show Services exercising the option to extend the agreement for an additional two years until May 31, 2026, on substantially the same terms as considered this day. The motion was seconded by Seema Prasad and approved unanimously by the Authority.

Charles Starks and Jasmine Quattlebaum provided information on the Contract Renewal Operable Walls (Attachments #1 and #3), and there was discussion.

**ACTION:** Vonda McDaniel made a motion authorizing Charles Starks to negotiate and execute an amendment to the operable wall maintenance services agreement with Crawford Door Sales exercising the option to extend the agreement for an additional two years until August 8, 2026, on substantially the same terms as considered this day. The motion was seconded by Barrett Hobbs and approved unanimously by the Authority.

Charles Starks and Jasmine Quattlebaum provided information on the RFP Exterior Landscaping (Attachments #1 and #4), and there was discussion.

**ACTION:** Seema Prasad made a motion [i] accepting the recommendation of the evaluation committee and [ii] authorizing Charles Starks to negotiate and execute an agreement with Landscape Services, Inc. to provide exterior landscaping services, on substantially the same terms as considered this day. The motion was seconded by Robert Davidson and approved unanimously by the Authority.

Charles Starks provided an update on the monthly STR, LLC Hotel Statistics, tax revenues (Attachment #1), and there was discussion.

\*Denotes the departure of Tre Hargett @ 10:55 am.

With no additional business, the Authority unanimously moved to adjourn at 10:57 am.

Respectfully submitted,

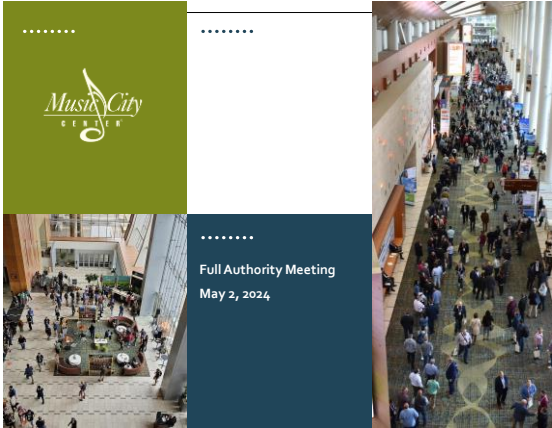
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Charles L. Starks  
President & CEO  
Convention Center Authority

Approved:

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Norah Buikstra, Chair  
CCA 128<sup>th</sup> Meeting Minutes  
of May 2, 2024





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## Appeal of Decisions

**Appeal of Decisions from the Convention Center Authority**  
Pursuant to the provisions of § 2.68.030 of the Metropolitan Code of Laws, please take notice that decisions of the Convention Center Authority may be appealed if and to the extent applicable to the Chancery Court of Davidson County for review under a common law writ of certiorari. These appeals must be filed within sixty days after entry of a final decision by the Authority. Any person or other entity considering an appeal should consult with private legal counsel to ensure that any such appeals are timely and that all procedural requirements are met.

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## Happy Birthday!



Dee Patel  
May 29<sup>th</sup>

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## MCC Mission

The mission of the Music City Center is to create significant economic benefit for the citizens of the greater Nashville region by attracting local and national events while focusing on community inclusion, sustainability and exceptional customer service delivered by our talented team members.

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## Public Comment Period

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## Finance and Audit Committee Report

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## MOU (Public Safety) with Metropolitan Government

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### Convention Center Authority - Metro FY24 Budget Request

	FY24	FY24 Public Safety & Tourism Request
Police	11,692,000	13,000,000
MPO	2,000,000	2,330,000
Beer Board	300,000	116,000
MDCI	290,000	290,000
Shoof's Office		580,000
DEC		65,000
Total	14,282,000	18,371,000

**Notes:**  
 -Overtime (OT) restricted to initiatives and special events in the CBD (Central Business District) footprint  
 -Equipment related to initiatives and special events in the CBD (Central Business District) footprint and/or broader tourism event safety outside the footprint

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## MOU with Nashville Downtown Partnership

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**NASHVILLE DOWNTOWN PARTNERSHIP**

Making downtown Nashville the compelling urban center in the Southeast in which to LIVE, WORK, PLAY and INVEST.

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### 2023 STAFFING LEVELS

	CCA Cleaning	11.6 FTE
	Total Cleaning	57.7 FTE
	CCA Safety	14.9 FTE
	Total Safety	50.8 FTE

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**NASHVILLE DOWNTOWN PARTNERSHIP**

## Cleaning Operations

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### 2023 YE CLEANING STATISTICS



Category	CCA	Total
<b>Pressure Washers</b>		
Alley Ways	386	2,385
Block Face	59	1,837
<b>Clean Ambassadors</b>		
Graffiti Removed	566	2,675
Graffiti Sq Ft	45,280	55,580
Handbills Removed	1,528	6,232
Recycling Cardboard (Box)	8,945	130,719
Trash (Bin.)	158,459	8,090,383
Wood Abatement	748	10,904

NASHVILLE DOWNTOWN PARTNERSHIP

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### Safety Operations



NASHVILLE DOWNTOWN PARTNERSHIP

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### 2023 YE SAFETY STATISTICS



Category	Total	CCA
Hospitality	120,364	30,970
Transient Contacts	55,092	15,618
Panhandling	21,286	5,540
Outreach Contacts	3,680	619
Open Container	10,297	2,741

NASHVILLE DOWNTOWN PARTNERSHIP

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### 2023 OUTREACH

Outreach Team:

- Street outreach
- Case management services

2023 Impact:

- 1,269 Outreach Assists
- 57 Total Coordinated Entries
- 49 Active clients
- 8 Clients have exited from C.E.
- 17 Clients Housed



NASHVILLE DOWNTOWN PARTNERSHIP

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### 2023 TOP POST - MCC LOCATIONS



1. Bridgestone Arena
2. Omni Hotel
3. Nissan Stadium
4. Country Music Hall of Fame
5. Legends Corner
6. 5th Broadway
7. Riverfront Park
8. Hilton Nashville Downtown
9. Music City Walk of Fame Park
10. JW Marriott Nashville
11. Embassy Suites
12. Renaissance Hotel
13. Dick's Sporting Goods Whiskey Row
14. Rippy's Honky Tonk
15. Tootsie's Orchid Lounge

NASHVILLE DOWNTOWN PARTNERSHIP

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### Music City Center Fiscal Year 2025 Operating and Capital Budget

NASHVILLE DOWNTOWN PARTNERSHIP

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## EXECUTIVE SUMMARY



- MCC & Industry Outlook
- Nashville Hotel Stats
- Summary of Payments to Metro & the Community
- Budget Development Processes
- Operational Performance Summary
- Total Revenue & Expense Estimates

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## MCC OUTLOOK

### Future Bookings

Events Booked through 2033 | Proposed Events through 2043

- >65 events
- 1,623,422 attendees
- 2.3 million total room nights
- \$3.8 billion in economic impact

### FY2024 Operations

Year-End Estimates

- 167 events
- 372,884 attendees
- 415,498 room nights
- \$603,450,279 direct economic impact



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## Nashville Hotel Market

Current Hotel Inventory

- Davidson County – 276 hotels with 39,537 rooms
- Downtown & Midtown – 75 hotels with 17,749 rooms

Hotel Rooms under construction

- Davidson County – 7 hotels with 1,272 rooms
- Downtown – 4 hotels with 819 rooms

Hotel Rooms in Final Planning

- Davidson County – 19 hotels with 3,644
- Downtown – 5 hotels with 1,813 rooms



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## Nashville Hotel Market

### Top 25 Downtown Hotel Markets 2023 Demand Growth



- Nashville Downtown saw 36% hotel demand growth compared to 2019.
- "Healthy leisure demand, coupled with the relocation of some national headquarters and an active Music City Convention Center all contributed to the demand."
- "The growth in rooms sold was overshadowed by an even higher 45% supply increase, as investors tried to capitalize on the demand surge." - CoStar

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## Industry Outlook

**Nashville hotel market expected to remain 'healthy,' limited growth in 2024**

"Hotels in Nashville have sold seven out of 10 rooms every night for the past 20 months, a figure that is well above the national average, according to Jan Freitag, CoStar Group's national director of hospitality market analytics.

Increasing room rates and multiple hotel projects in the city's pipeline are other indicators of the success of the local industry – one that has continued to capture the attention of major luxury brands and out-of-town developers.

After several years of steady growth, what's next for the local hotel market? The forecast looks flat, according to Freitag.



Forecast Growth Rates	Actual		Forecast		
	2022	2023	2024	2025	2026
Supply	5.3%	2.0%	3.0%	3.8%	2.7%
Demand	22.1%	2.9%	3.7%	3.8%	3.1%
Occupancy	15.9%	0.9%	0.7%	0.0%	0.5%
ADR	24.0%	5.6%	1.3%	1.2%	2.7%
RevPAR	43.7%	6.5%	1.9%	1.2%	3.2%

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## MCC Payments to Metro

### FY25 Request for Police, Fire & EMS Support:

\$16,972,300

- Increased Downtown Patrols
- Overtime
- Fire & EMS for large scale events



### FY25 Request for NDP Support:

Nashville Downtown Partnership - \$2,100,000

- Clean & Safe Program



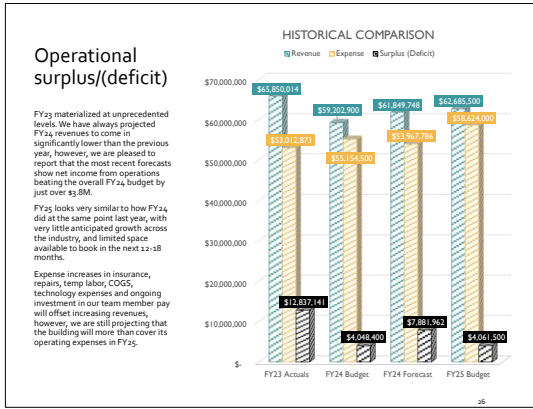
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### MCC Payments to Metro

#### Total Direct Contributions to Metro/NDP

Agreement	Agreement Date	Amount of Transfer	Reason for Funding
Initial MOU	May 18	\$7,500,000	FY17 & 18 Metro Appropriation - Unspecified Use
Initial MOU	May 18	\$2,500,000	FY19 Metro Appropriation - Unspecified Use
PILOT Agreement (FY20)	Nov-19	\$12,600,000	Unspecified Use
Amended MOU	Mar-19	\$10,000,000	FY20 Metro Appropriation - Unspecified Use
Second MOU	May-20	\$5,000,000	Police/Fire OT for special events downtown FY20
Second MOU	May-20	\$2,500,000	Fund NCCS TDF
Second MOU	May-20	\$15,000,000	MNPD Special Events and OT FY21
Second MOU	May-20	\$1,000,000	MNF/D / OEM Special Events and OT FY21
Second MOU	May-20	\$1,000,000	PW Downtown Special Events FY21
Second MOU	May-20	\$500,000	Arts funding in TDZ
Second MOU	May-20	\$10,000,000	Finish Lower Broadway pedestrian improvements - sidewalk bollards
Second MOU	May-20	\$4,500,000	Fund lighting and infrastructure upgrades
PILOT Agreement (FY21)	Nov-19	\$16,000,000	Unspecified Use
PILOT Agreement (FY22)	Nov-19	\$14,300,000	Unspecified Use
Third MOU	Aug-22	\$10,256,000	Special Purpose Fund for Special Events FY22
NDP Original MOU	Aug-22	\$2,000,000	Clean and Safe
PILOT Agreement (FY23)	Nov-19	\$14,132,538	Unspecified Use
Fourth MOU	Jun-23	\$19,200,000	MDHA 2nd Ave
Fourth MOU	Jun-23	\$2,500,000	NDOT Bollards in Broadway
Amended NDP MOU	Jun-23	\$1,800,000	Walk off Ferris Ride
Fifth MOU	Jun-23	\$14,040,000	Special Purpose Fund for Special Events FY24
PILOT Agreement (FY24)	Nov-19	\$14,132,574	Unspecified Use
Proposed Metro MOU	Jun-24	\$16,972,000	Police/Fire/EMS Support
Proposed NDP Contribution	Jun-24	\$2,000,000	Clean and Safe
<b>Grand Total</b>		<b>\$200,633,412</b>	

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### FY25 Total Revenue & Expense Estimates

Anticipated surplus \$123,860,500

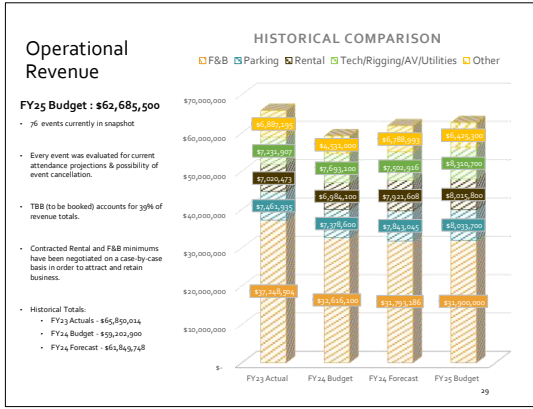
Category	Amount
<b>Operating Revenues</b>	<b>\$62,685,500</b>
Hotel Taxes	\$92,275,700
Rental Car	\$4,357,700
Airport Departure	\$2,834,200
Campus Tax	\$24,060,800
TDZ	\$85,000,000
<b>TOTAL REVENUE</b>	<b>\$271,213,900</b>
<b>Operating Expenses</b>	<b>\$58,624,000</b>
MCC Bond Payment	\$40,819,200
Metro PILOT Payment	\$14,132,600
Metro Police, Fire, EMS Support	\$16,972,300
Nashville Downtown Partnership Support	\$2,100,000
Omni Payments	\$12,000,000
Bond Administrative Cost	\$224,200
Capital Projects	\$4,481,100
<b>TOTAL EXPENSES</b>	<b>\$149,353,400</b>

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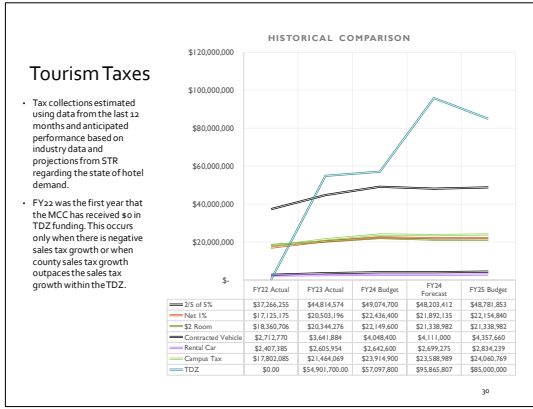
### REVENUE

- Summary of Revenue
- F&B
- Parking
- Rental
- Technology / Rigging / AV / Utilities
- Other
- Tourism Taxes

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## EXPENSE

- I. Operational Expense Summary
- II. Personnel
- III. Utilities
- IV. F&B COGS
- V. Other

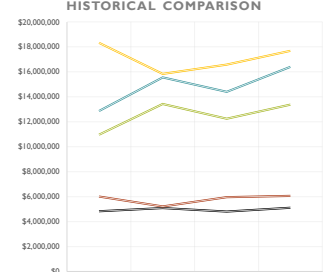
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## Operational Expense

**FY25 Budget: \$58,624,000**

- Many expenses for the FY24 forecast and FY25 budget are driven by climbing revenues and returning events.
- MCC and F&B payroll are forecasted below budget for FY24, due to continued vacancies but are expected to climb in FY25 with an allowance for modest merit increases, and targeted position adjustments detailed in subsequent slides.
- The MCC hosted the American Society of Association Executives (ASAE) in FY23. This event showcased our building and the city to the individuals who decide where their associations meet. Hosting this event required that we fund several meal functions and amenities for the attendees.

### HISTORICAL COMPARISON



	FY23 Actual	FY24 Budget	FY24 Forecast	FY25 Budget
MCC Payroll	\$12,874,378	\$15,553,600	\$14,394,097	\$16,399,100
F&B Payroll	\$10,971,419	\$13,438,000	\$12,333,318	\$13,371,100
Utilities	\$4,811,298	\$5,101,100	\$4,794,875	\$5,108,600
COGS	\$6,004,817	\$5,218,600	\$5,943,875	\$6,051,500
Other	\$18,330,961	\$15,843,200	\$16,579,820	\$17,693,700

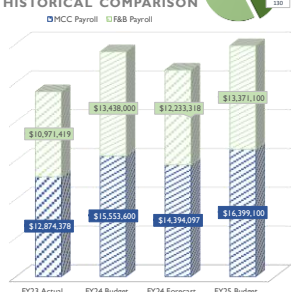
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## Personnel Expense

### FY25 Position Totals

- The FY24 budget implemented the comp study adjustments that were recommended by Cushion during the budget process.
- The FY24 forecast includes the impact of the comp study, but those are largely offset by many vacancies waiting to be filled. In many cases, we have had to utilize temp labor to fill staffing shortages, particularly with engineers and some security positions.
- FY25 Budget includes:
  - 4% merit increase pool
  - 9% bonus pool
  - \$9k in potential sales bonuses
  - Targeted Position Adjustments (discussed further in next slide)
- Benefits: CCA -36.63% / Metro 38.04%

### HISTORICAL COMPARISON



	FY23 Actual	FY24 Budget	FY24 Forecast	FY25 Budget
MCC Payroll	\$12,874,378	\$15,553,600	\$14,394,097	\$16,399,100
F&B Payroll	\$10,971,419	\$13,438,000	\$12,333,318	\$13,371,100

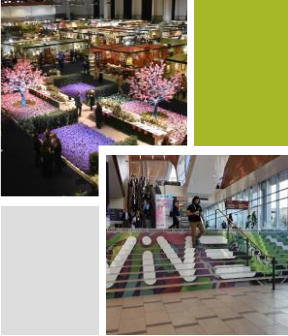
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## Pay Adjustments

Targeted Position Adjustments					
Position Title	# of Positions	FY24 Starting Rate	Market Adjustment	FY25 Starting Rate	FY25 Budget Impact
Engineering Tech 2	8	\$25/hr	\$5/hr	\$30/hr	\$92,893
Event Coordinator	4	\$46,300	\$5,000	\$51,300	\$22,330
Catering Sales Manager	3	\$70,000	\$8,000	\$78,000	\$26,796
Banquet Manager	3	\$65,000	\$10,000	\$75,000	\$33,495
					<b>\$175,514</b>

- The FY24 Budget included funding for a comprehensive market compensation study which was completed by Cushion Employer Services in January 2023 and implemented in June of 2023.
- Several positions were increased in FY24; however, we are still struggling to attract and retain team members in some select areas.
- Management believes that increasing these targeted positions will help us hire and achieve some consistency in these key positions.

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## CAPITAL

- Historical Comparison
- Summary of Current Year Capital Requests
- Department Request Break-Outs

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## Capital Request Summary - \$4,481,100

<b>Technology</b>	<b>\$ 989,800</b>
Interactive Video Wall	
<b>Security</b>	<b>\$ 3,088,900</b>
Radio Upgrade Phase 3 of Security Upgrades	
<b>Engineering</b>	<b>\$ 243,900</b>
Scissor Lift Utilidoor Electrical Upgrade Cushman Titan (2)	
<b>F&amp;B</b>	<b>\$ 88,900</b>
Point of Sale Card/Payment Readers Replace Aging Grills and Griddle	
<b>Multi-Department</b>	<b>\$ 100,000</b>
Miscellaneous Equipment	

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**TECHNOLOGY – \$989,800**

**INTERACTIVE VIDEO WALL**

This 62' x 10' video wall with corner wrap will be a center piece for clients, exhibitors, and attendees entering the exhibit hall concourse. It will have almost unlimited graphic potential (interactive technology, videos, still images, sound) and can be programmed to help with wayfinding and promoting MCC retail outlets. The Vertex video rendering server with processing software will connect all 4 Video walls to a single canvas and include a hi-fidelity sound bar for audio integration.

The wall provides an excellent revenue opportunity for groups using Exhibit Halls.



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**SECURITY – \$3,088,900**

**RADIO UPGRADES**

- Our current working models of 3300 and 3500 Radios have been discontinued by Motorola and are no longer supported.
- Our purchase of 150 Radios in last year's capital was 2/3 of our current fleet.
- Purchasing 80 additional new radios will complete the rotation of end-of-life radios out of our system and allow us to have a fleet of radios that are completely serviceable and eligible for upgrades when needed.



**PHASE 3 OF SECURITY UPGRADES**

- 130 new cameras in stairwells, the garage and other areas throughout the building.
- 11 additional door alarms in the parking garage along with the additional cameras will allow us to immediately track individuals who enter stairwells unauthorized.
- Replacing back of house access control hardware with updated wireless hardware and technology.
- 67 new cameras to cover all meeting rooms and board rooms.

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**ENGINEERING – \$213,500**

**UTILIDOOR ELECTRICAL UPGRADE**



Upgrading the utilidor will allow us to offer independent circuit protection for utility installs on the exhibit hall floor. This will protect exhibitor equipment and allow us to service equipment without power interruption to multiple exhibitors.

**SCISSOR LIFT**

The current scissor lift used by the engineering team is nearing end of life and is crucial for timely lamp replacement, wall repairs, and exhibit hall utility installs. Replacing this aging equipment will let us avoid having to rent and maintain a steady workflow for repairs.



**CUSHMAN TITAN (2)**

The engineering team uses these utility carts daily to service installs in the exhibit halls and throughout the building. The existing carts are frequently down for repair and showing significant signs of wear. Adding two new Cushman carts will ensure the installs are completed on time and team members are not required to carry large, heavy loads of equipment unnecessarily.



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**F&B – \$88,900**

**REPLACE GRILLS/GRIDDLE**

These replacements will address various issues with our 11-year-old char broilers. We will essentially maintain grill surface area and add supportive refrigeration in the same space, helping to ensure food safety. These will increase each griddle area by 43%.



**POINT OF SALE PAYMENT READER UPGRADE**



SodexoLive! has received notice that the installed payment devices are end of life and support which will require a peripheral device upgrade.

Current devices are failing and unavailable for replacement.

This solution features an easy-to-use interface, restaurant-grade hardware and next-day payment funding.

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Operations Update

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Contract Renewal Event Security

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### Contract Renewal Operable Walls

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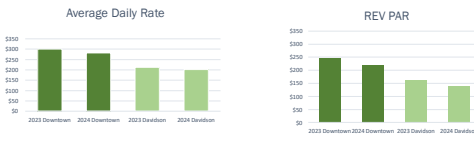
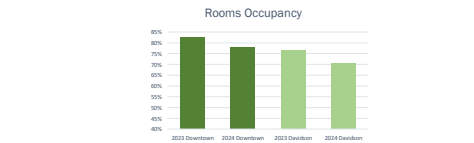
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### RFP Exterior Landscaping

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### Hotel Statistics Comparison – March 2023 & 2024

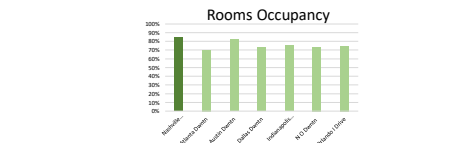


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### Current Downtown Competitive April 1-27, 2024

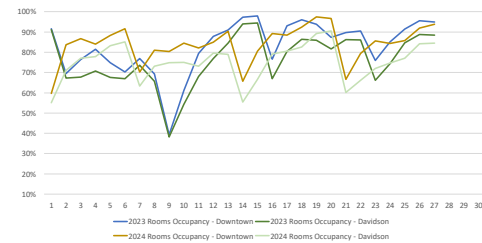


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### April Rooms Occupancy

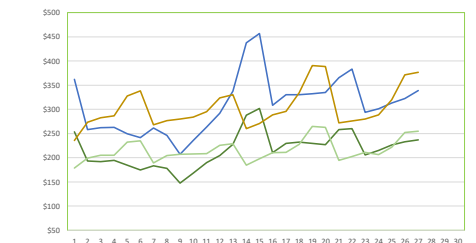


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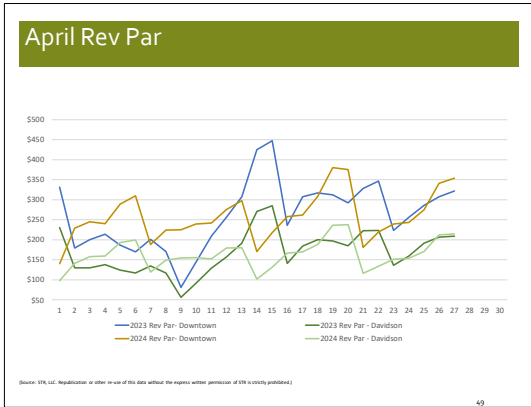
### April Average Daily Rate



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### MCC/Tourism Tax Collections

Thru February 2024 (excludes TDZ)

	2/5 of 5% Occupancy Tax	Net 1% Occupancy Tax	\$2 Room Tax	Contracted Vehicle Tax	Rental Vehicle Tax	Campus Tax	Total	Variance to FY 23/24
July	\$4,571,542	\$2,078,955	\$1,965,213	\$12,764	\$28,059	\$1,830,271	\$10,096,803	16.27%
August	\$3,458,398	\$1,560,073	\$1,664,635	\$322,710	\$232,910	\$1,799,085	\$9,037,810	-5.07%
September	\$4,032,162	\$1,856,365	\$1,754,098	\$269,686	\$245,227	\$2,424,977	\$10,182,515	2.82%
October	\$4,499,536	\$2,066,156	\$1,903,734	\$508,072	\$288,735	\$2,619,377	\$11,285,600	4.56%
November	\$3,183,910	\$1,389,276	\$1,511,136	\$324,354	\$287,754	\$1,500,825	\$8,137,815	-6.22%
December	\$2,998,804	\$1,067,282	\$1,321,460	\$463,370	\$195,865	\$1,151,249	\$6,678,030	-10.05%
January	\$2,581,493	\$1,172,479	\$1,349,690	\$265,056	\$189,904	\$1,595,572	\$7,137,596	-5.07%
February	\$3,132,195	\$1,395,317	\$1,526,380	\$291,690	\$173,068	\$1,344,818	\$8,463,446	-8.22%
March						\$0	\$0	0%
April						\$0	\$0	-0%
May						\$0	\$0	0%
June						\$0	\$0	0%
<b>YTD Total</b>	<b>\$28,058,028</b>	<b>\$12,586,963</b>	<b>\$12,987,385</b>	<b>\$2,538,792</b>	<b>\$1,782,552</b>	<b>\$13,866,674</b>	<b>\$71,819,115</b>	<b>1.61%</b>

All numbers subject to change by CCA Auditors

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### MCC/Tourism Tax Collections

#### MCC Portion of February 2024 Tourism Tax Collections

	FY2022	FY2023	FY2024	Variance
2/5 of 5% Occupancy Tax	\$2,563,445	\$3,457,346	\$3,132,195	-9.40%
Net 1% Occupancy Tax	\$1,200,946	\$1,588,288	\$1,395,317	-12.15%
\$2 Room Tax	\$1,346,204	\$1,607,309	\$1,526,360	-5.04%
Contracted Vehicle	\$272,710	\$251,598	\$291,690	15.39%
Rental Vehicle	\$143,530	\$156,618	\$173,068	10.50%
Campus Sales Tax	\$1,317,837	\$1,964,219	\$1,944,818	-0.99%
TDZ Sales Tax Increment	\$0	\$0	\$0	0.00%
<b>Total Tax Collections</b>	<b>\$6,844,673</b>	<b>\$9,025,378</b>	<b>\$8,463,446</b>	<b>-6.23%</b>

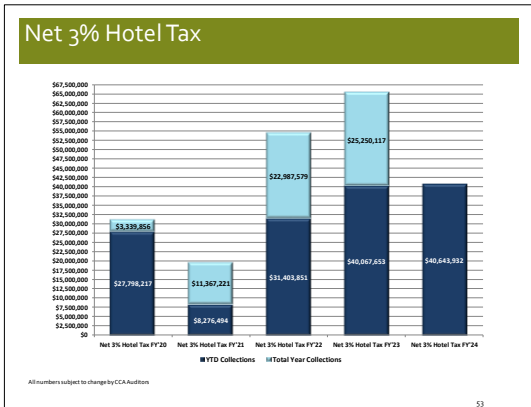
  

#### MCC Portion of Year-to-Date Tourism Tax Collections

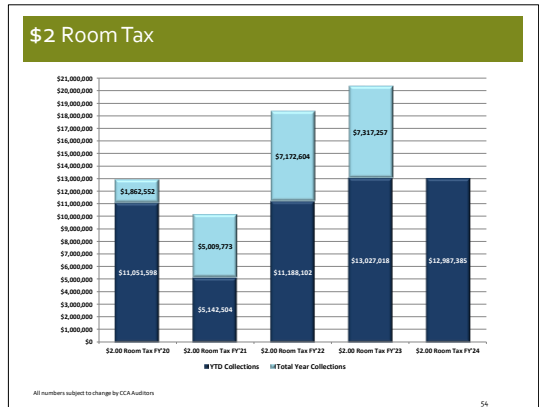
	FY2022	FY2023	FY2024	Variance
2/5 of 5% Occupancy Tax	\$21,535,097	\$27,547,668	\$28,058,029	1.85%
Net 1% Occupancy Tax	\$9,868,754	\$12,519,985	\$12,585,903	0.53%
\$2 Room Tax	\$11,188,102	\$13,027,018	\$12,987,385	-0.30%
Contracted Vehicle	\$1,618,486	\$2,280,406	\$2,538,792	11.33%
Rental Vehicle	\$1,517,245	\$1,654,738	\$1,782,522	7.72%
Campus Sales Tax	\$10,384,769	\$13,722,875	\$13,866,574	1.05%
TDZ Sales Tax Increment	\$0	\$54,901,700	\$95,865,807	74.61%
<b>Total YTD Tax Collections</b>	<b>\$56,112,453</b>	<b>\$125,654,391</b>	<b>\$167,684,922</b>	<b>33.45%</b>

All numbers subject to change by CCA Auditors

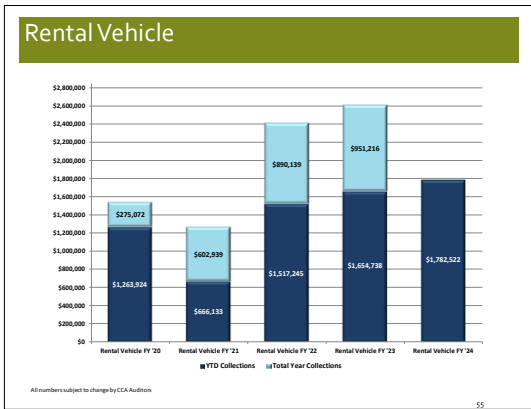
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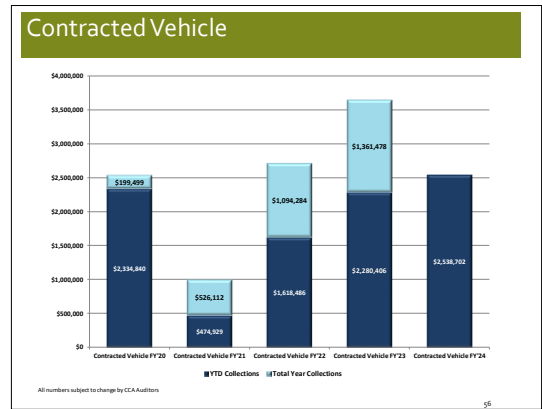
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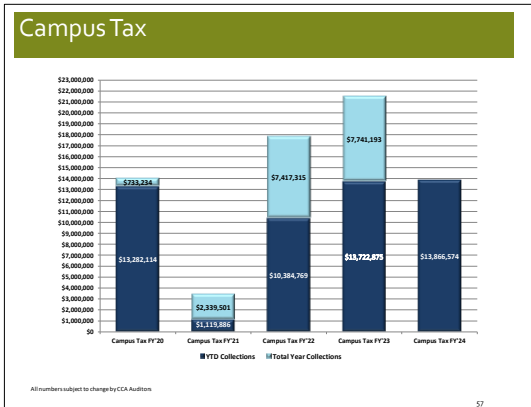
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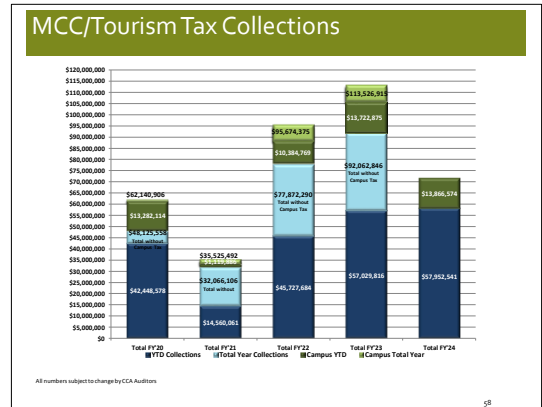
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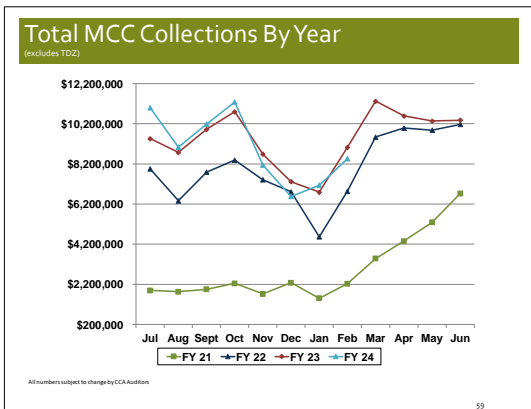
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### March Events

- 13 Events
- 28,869 Attendees
- 26,558 TRN
- \$55,468,592 Direct Economic Impact

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## Contract Renewal Summary Sheet for the Music City Center

**Contract Service:**

Event Security Services for the Music City Center

**Contracted Vendor:**

Elite Show Services

**Contract Value (June 1, 2024 through May 31, 2025):**

	<b>Bill Rate</b>	<b>Pay Rate</b>
<b>Security Guards</b>	\$31.67	\$19.69
<b>Supervisor</b>	\$33.31	\$20.79
<b>Parking Supervisor</b>	\$33.31	\$21.88
<b>Parking Attendant/Cas</b>	\$32.55	\$21.33
<b>Police Officer</b>	\$57.99	\$38.29

*Beginning June 1, 2023, and on June 1st for all future years, the hourly billing rates for all categories set forth above will be increased based on the Consumer Price Index as published by the US Bureau of labor statistics year-over-year. In addition, Contractor's staff must receive the same percentage of increase that is in minimum equal to the percentage of the established pay rate.*

**Term Extension:**

June 10, 2024 - June 9, 2026

**DBE participation:**

Elite is committed to 15% DBE goal.

Vest Pocket Cleaners ( AAMBE)

HireQuest (WBE)

**Justification for Extension:**

Elite continues to provide excellent care and customer service to our customers and staff.



**Contract Renewal Summary Sheet for the Music City Center**

**Contract Service:**

Operable Wall Maintenance Service

**Contracted Vendor:**

Crawford Door Sales

**Contract Value:**

	Bill Rate
<b>Yearly Maintenance</b>	\$ 42,600.00
<b>General Labor Hourly Rate</b>	\$ 135.00
<b>Overtime Labor Hourly Rate*</b>	\$ 203.00
<b>Nights, Holidays, Weekends</b>	\$ 270.00

*\* Must obtain MCC Approval prior to scheduling*

**Term Extension:**

August 9, 2024 - August 8, 2026

**DBE participation:**

Crawford Door Sales is a Small Business Enterprise (SBE)

**Justification for Extension:**

Crawford Door has continued to service the airwalls well.



**RFP Intent to Award Summary Sheet for the Music City Center**

**RFP:** *Exterior Landscaping Service for the Music City Center*

**Selected Vendor:**  
*Landscape Services, Inc.*

**Compensation and Cost:**

	<b>Year1</b>	<b>Year2</b>	<b>Year3</b>	<b>Year4</b>	<b>Year 5</b>
<b>Monthly Fee</b>	\$ 3,500.00	\$ 3,605.00	\$ 3,713.15	\$ 3,824.54	\$ 3,939.28
<b>Labor Hourly Rate</b>	\$ 45.00	\$ 45.00	\$ 47.50	\$ 47.50	\$ 50.00
<b>Hourly Minimum for Grass Cutting</b>	\$ 45.00	\$ 45.00	\$ 45.00	\$ 47.50	\$ 50.00

**Term:**  
*Three (3) year term*  
*With two (2) one year options to renew*

**DBE participation:**  
*Big Al Mowing (WBE)*  
*Opportunity Landscapes & Nursery (MBE)*

**Other Vendors that Submitted Bids:**  
Beard Property Maintenance, Inc.  
Dreamscapes Landscape Service  
The Greathouse Company, LLC  
Rotolo Consultants, Inc.